

1 principally the long-distance carriers, are using to try and
2 keep us from making that showing to the FCC. This is their
3 interpretation of Subsection 271(c) and, in particular, the so-
4 called "B" Track and the "A" Track. Their view of the statute
5 is basically to roll the separate statute requirements of
6 Section 271(c)(1)(A), (c)(1)(d) and (c)(2) all together and say
7 that these two mutually exclusive approaches for getting into
8 long distance.

9 The "B" track, under their view, doesn't really exist.
10 That is because they say that it was closed the moment
11 Southwestern Bell received a request for interconnection network
12 access for just about anyone. Some say "any providers." Others
13 suggest that it must be provided that at some unspecified point
14 in the future might provide facilities-based service, but, of
15 course, we don't know quite who that is going to be. The one
16 thing that is clear, they all agree that neither Southwestern
17 Bell nor really any other developed company anywhere in the
18 country can ever use the "B" Track because it closed the moment
19 any carrier requested access or happened almost immediately
20 after the Act was passed. And, in fact, it happened even before
21 the "B" Track even opened up under the statute. Under the
22 statute, you can file an Application under "B" on December 28,
23 1996 or sometime thereafter. But under their interpretation,
24 this closed even before it opened.

25 With respect to the so-called "A" Track, they made two

1 arguments. The first is that Southwestern Bell needs to lose
2 market share before it can get into long distance. It needs to
3 lose local market share.

4 The second thing, Southwestern Bell actually has to sell
5 everyone of the 14 checklist items to a local competitor. These
6 two theories about the "A" Track and the "B" Track really have
7 one thing in common; that is, Southwestern Bell's entry into
8 long distance is at the mercy of local entry decisions of our
9 competitors. But that is just not the structure which Congress
10 adopted. In fact, Congress specifically rejected the very
11 theories that are being advanced now as a supposed
12 interpretation of the statute.

13 Some of the amendments which were proposed and supported by
14 the long-distance industry and rejected by Congress were the
15 Hollings Test, which was that there be actual and demonstrable
16 local competition before a Bell Company can enter the market.
17 Senator Hollings said "that that wasn't going anywhere," were
18 his words, and he withdrew it.

19 The Kerrey Amendment, which would have required that local
20 competitors were incapable of providing a substantial number of
21 business and residential customers with service. That was
22 defeated in the Senate.

23 The House amendment which would have required local
24 competitors to offer service to 10 percent of the Bell company's
25 customers. That was rejected.

1 The only test that exists in the statute is the (C) test,
2 the (C)(1) and (C)(2). That is a couple of very specific
3 requirements. First under (C)(1), we can satisfy that
4 requirement if under "A" we provide interconnection and network
5 access to a competitor who provides services to businesses and
6 residences and offers service exclusively or predominately over
7 its own facilities.; Or, under the "B" Track, the (C)(1)(d), we
8 can satisfy (C)(1) by having an effective statement of terms and
9 conditions, like we have in Oklahoma--we have had that since
10 March 17--and offering interconnection network access through
11 that.

12 The second requirement (C) (2) which is that the checklist
13 is satisfied, whether we are proceeding under the STC under our
14 interconnection agreements with competitors we must be providing
15 or offering interconnection access to satisfy the checklist.
16 Now to make the point doubly clear that it didn't want any of
17 these actual competition or marketshare tests to be adopted,
18 Congress adopted another provision, which is 271(d)(4), which
19 says the FCC and therefore by implication this Commission in its
20 comments, may not add additional items onto the checklist. So
21 there can be no requirements as a prerequisite to making a
22 public interest showing that--

23 MR. MOON: Your Honor, I would like to object as far
24 as what the Act actually said. It doesn't specifically say
25 that. It says it cannot expand or limit the checklist items.

1 I think that makes a material difference to the meaning of
2 (d)(3) or (d)(4).

3 MR. SCHLICK: I would rely on the statute and let it
4 speak for itself, Your Honor.

5 THE COURT: All right. Mr. Schlick, I have read
6 everything that you have filed. You are almost going word for
7 word in some points. If you have some additional thought, I'd
8 better hear that, but please don't repeat what I have already
9 read, because I am going to accept that into the record.

10 MR. SCHLICK: I will attempt to do that.

11 We would like to respond specifically to the arguments
12 about 271(C)(1)(a) and how Brooks Fiber satisfies that. Please
13 stop me if that is familiar to you.

14 Brooks Fiber has told the Commission that it serves
15 business customers exclusively over its own facilities. It also
16 says in its tariffs on file with the Commission here and in its
17 interconnection agreement with Southwestern Bell that it is
18 offering exclusively facilities-based service to residential
19 customers as well as business. So we think we have the "A"
20 provider.

21 Objections have been made that the number of customers that
22 Brooks Fiber is serving is not significant. That the size of
23 the network is not big enough. We think there is absolutely
24 nothing in the statute that will support that; it is not
25 relevant to the test. We don't think you need to consider the

1 dominance argument here because we have an exclusively
2 facilities-based provider; but if you did, the predominance
3 would be satisfied because they are using, with respect to all
4 of their customers overwhelming facilities that are their own
5 under any view.

6 One point I want to be sure that we are clear on, that we
7 believe that we qualify under "A" and "B". If this Commission
8 and the FCC should find that we don't have a facilities-based
9 carrier, then we would proceed under "B". We believe the STC
10 satisfies the conditions of the checklist. So it is really not
11 necessary that there be a choice here.

12 I would like to focus very briefly on the test for "B" and
13 when we are able to file under "B", because that is something
14 that has received quite a bit of attention.

15 The relevant language here is the "such provider" language
16 of "B" which says that we can file under "B" until such provider
17 described in "A" enters the market. The argument has been made
18 that such provider is anyone. As we have said, we wouldn't know
19 when someone seeks to enter the market what they might develop
20 in the future. But the important point is that interexchange
21 carriers under that reading have the ability to block us from
22 the market, which is exactly what Congress wanted to prohibit.
23 I would just mention that we asked Representative Tauzin, who
24 wrote the very language that we have in mind here. He said
25 Subparagraph B uses there words "such provider" to refer back to

1 the exclusively or predominately facilities-based provider
2 described in Subparagraph A. So that is someone who is actually
3 made the investment to enter the net, enter the local market.
4 What that means is that long distance and local competition will
5 proceed side by side, rather than having long distance held back
6 without any guarantee of actual local entry, which is what our
7 opponents in the case would suggest.

8 Checklist compliance. We set out in our Brief fairly
9 extensively how we think we satisfied the 14 points of the
10 checklist, and I am not going to repeat that here.

11 I just want to address a couple of broad issues that have
12 been raised. The first is whether , if we proceed under the so-
13 called "A Track, that is, under (c) (1) (A), we need to show that
14 some competitors are actually taking every checklist element.
15 That is a major theme of closing comments.

16 The requirement of the statute, as you know, is that we
17 must provide a network access. Now "provide" itself does not
18 mean sell. It means, make available. That is one of the
19 dictionary definitions. It is also common ordinary usage. If
20 I invite you to my house for a party and I say drinks will be
21 provided, it doesn't mean that you are going to take one, it
22 doesn't mean that anybody is going to have a drink. I have
23 provided drinks whether or not someone chooses to take them.

24 Access also is not the same as a sale of facilities and
25 services. We must provide access. We provide access when we

1 give carriers a contractual right to obtain the services through
2 an interconnection agreement or through the STC. That is
3 exactly what we have done. So we are providing interconnection
4 to Brooks Fiber. We are providing network access to Brooks
5 Fiber through its interconnection agreement, as well as through
6 the STC.

7 Representative Paxton, a federal legislator, said just
8 before the passage of the Act, "There is no requirement for a
9 competitor to actually furnish every checklist item." That's at
10 142 Cong. Rec. EE261 (February 1, 1996). His position also is
11 the only one that makes any sense. If we are required to show
12 that a competitor takes every checklist item, then if you had,
13 let's say, 4, 5, 6 delivered on local networks where we have
14 what would be inarguably greater competition than we have long-
15 distance market, we would be unable to enter the long-distance
16 market because they wouldn't need anything from Southwestern
17 Bell. They just simply wouldn't need to take anything from us.

18 Similarly, look across the country. Competitors generally
19 are not taking local switching. They are typically providing
20 their own switching. So you have competitors entering with
21 their own switches we would be then be short that checklist
22 element no matter how many customers they sign up and how much
23 market share we have lost.

24 Another argument that is made against us is that we can't
25 rely on both our agreements and the FCC. As I said. We

1 satisfied a checklist under our agreements or under the FCC. So
2 it is not necessary that we mix and match them. That said,
3 Congress intended that where you have services that competitors
4 who actually have entered the local market don't want, you would
5 be able to use an STC or a general offer to fulfill that
6 checklist item. They foresaw exactly this issue, that a
7 competitor would come into the market but not want every
8 checklist item.

9 Representative Paxon again at the same cite I gave you, 142
10 Cong. Rec. EE261(February 1, 1996), a couple of days before
11 enactment of the Act, said that where a competitor doesn't want
12 a particular item, you can hold it out of your offering and
13 satisfy your checklist offering that way. This also fits with
14 common sense. Since the STC is just as much available to any
15 local competitor as are the terms of an agreement, as you know
16 interconnection agreements that are approved by the Commission
17 must be made available to all local competitors.

18 The Brooks Fiber Agreement says that Brooks has access to
19 the terms of other OCC approved agreements. This is also the
20 federal law 251(i), I believe it is. 252(i) guarantees that.
21 So these agreements are available in just the same way that the
22 FCC is. And there is no reason why a carrier can't fully avail
23 itself of either. We have explained in our Brief how that is
24 done.

25 Pricing is another issue that has come up in the debates.

1 The resale discount in the STC was 19.8 percent taken from the
2 arbitration. That is for unbundled elements. There has been
3 criticism that the rates are interim. But that doesn't mean
4 that they are not cost based in accordance with the Act. And
5 that is the basic requirement of the Act.

6 The rates came in large part from the AT&T arbitration
7 where Southwestern Bell sponsored testimony explaining the basis
8 for those rates, the testimony of Jean Springfield. The rates
9 are based on cost studies which are available to the Commission
10 and AT&T. In some cases, they are based on tariff rates which
11 have been allowed to go into effect by this Commission and the
12 FCC for rates negotiated in a few cases with other local
13 carriers at arm's length and filed with the Commission. The
14 rates are subject to true up.

15 We have an independent basis for thinking that they are
16 reasonable, and it is that Sprint, who is certainly a
17 sophisticated carrier and certainly would be on the lookout for
18 rates that are not in compliance with the Act, who has accepted
19 those rates and incorporated them into its negotiated agreement
20 with Southwestern Bell.

21 I find there is just no requirement in the Act that we
22 carry out a cost proceeding before we can show our 271 clients.
23 It just simply is not there and it doesn't fit with Congress'
24 belief that we can enter the long-distance market almost
25 immediately upon passage of the Act, certainly through the "A"

1 track. We cited Senator Brough (phonetic) who said in those
2 cases where you have a state approved agreement, the FCC should
3 act almost immediately in favor of it, and the company can be
4 right into long distance without unnecessary delay. That just
5 couldn't be the case if full cost proceedings were necessary.

6 OSS has also been an issue that has been addressed by our
7 opponents. I just want to step back and explain what our duty
8 is with respect to OSS. Southwestern Bell is required under the
9 FCC rules to provide competitors access to functions and
10 capabilities that it uses in processing its own retail
11 transactions for its own regional customers for such think as
12 billing, ordering, prebilling, maintenance and repair. The
13 access to those systems in place now. It is ready to go.
14 Anyone who wants to connect electronically or manually can do so
15 right now. I don't think there is much of any dispute about
16 that question.

17 All of the disputes that have been raised have to do with
18 a separate issue, which is development of the new OSS
19 capabilities which are requested by our local competitors. These
20 are capabilities which the AT&T testimony that was submitted to
21 you, stresses--and some are very complicated--the required
22 coordination between the carriers. That is exactly what we are
23 doing. We are working with AT&T and others to do it. We are
24 cooperating with AT&T on testing. We are developing new
25 capabilities that in some cases go beyond any national standard

1 which exists. There are no standards for some of this new
2 technology. These fall into the category of the technically
3 feasible unbundling, which is something that we will be
4 providing for years to come. We will be receiving requests for
5 things that we have never provided and will fulfill them, where
6 technically feasible, as soon as we can. But there is no
7 requirement that we can fulfill outstanding request before you
8 can get into long distance.

9 We have met the basic parity requirement, which is, all the
10 systems used by our own personnel are available to others, and
11 if there are any questions about the capacity, it is, of course,
12 hard to predict what the demand will be because people aren't
13 using them. It doesn't have anything to do with Southwestern
14 Bell. It is entirely a business decision on our competitors'
15 part. The important thing to know is that the same systems will
16 be used. So if there is a crash, our services go down for the
17 same time and for just as long as our competitors. So we have
18 a direct interest in being sure that these systems work. We are
19 processing our own transactions off of these various systems.
20 In that regard, they are tested. We have been running thousands
21 of transactions a day over some systems. So these are now a new
22 system. They are working now and they have been for years.

23 There has also been an argument that we need an agreement
24 with AT&T before we can get into more businesses. There is no
25 requirement in the Act that we have an agreement with our

1 competitor, and, in particular the largest long distance company
2 does not have a veto over entry into its market.

3 We do have an agreement with Sprint. To the extent that we
4 are looking at large competitors, we have entered into
5 agreements. With respect to AT&T, we have been negotiating in
6 good faith with AT&T for months to reach resolution.
7 Discussions are now underway to develop a schedule that we think
8 will allow for resolution of the outstanding issues with AT&T.
9 We hope to submit that shortly.

10 The very last point I would like to address is this
11 argument that we need to keep Southwestern Bell out of long
12 distance so that we will have a carrot to dangle in front of it
13 to comply with the Act.

14 Again, this is just an effort to circumvent the specific
15 statutory criteria for entry that Congress established in
16 271(c). If it were considered at all, it would have to be
17 through a public interest analysis that the FCC would perform.
18 It couldn't possibly fit within (c), so it is not part of the
19 analysis that this Commission will be asked to make.

20 But finally, we think it is just wrong. If this proceeding
21 shows anything, it is that long-distance carriers are the local
22 competitors. This Commission, the FCC, the Department of
23 Justice are all going to be vigilant in monitoring our
24 compliance with 251 and 252 of the local entry provisions. That
25 is exactly what Congress expected. That is why Congress allowed

1 us to enter the long-distance business to open the local market
2 to competition. It said, We should allow competitors equal
3 opportunity to enter; not wait until local companies have given
4 up market shares before they can get into long-distance.

5 That is our basis for believing that we have satisfied all
6 of the entry criteria. We think the application should be
7 granted at the federal level and that this Commission should
8 recognize that we have proved that we have satisfied all of the
9 requirements of 271(c) and that the application should be
10 approved for the benefit of Oklahoma consumers and to open all
11 markets.

12 Thank you.

13 THE COURT: Thank you.

14 MS. LaVALLE: Your Honor, to focus my comments and to
15 hopefully move things along, I prepared a handout which I will
16 use in my presentation.

17 Your Honor, the Southwestern Bell Oklahoma 271 Application
18 makes sense only when viewed as a trial balloon. And it is a
19 trial balloon, frankly, which appears to be designed to test the
20 lower limits of Section 271 compliance.

21 The reason AT&T believes that even Southwestern Bell
22 intended its filing as a trial balloon is that, frankly, we can
23 come up with no other explanation for the filing before the FCC
24 at this time in the face of what we believe is overwhelming
25 evidence of a failure to comply with Section 271.

1 The purpose of my brief statement this morning, Your Honor,
2 will be to show why it is that that trial balloon never leaves
3 the ground. The first two requirements I want to focus on I
4 will refer to as the local competition requirement; then
5 secondly, the competitive checklist requirement.

6 As to the first issue, local competition, facilities-based
7 competition is not where it needs to be today in Oklahoma. It
8 is not where it needs to be for the sake of Oklahoma citizens,
9 and it certainly is not where it needs to be in order to entitle
10 Southwestern Bell to interLATA relief under the specific issues
11 of 271. Secondly, Southwestern bell is not where it needs to
12 be in order to satisfy the competitive checklist.

13 I want to start with the threshold question that was
14 addressed in the Southwestern Bell comments; that is, why it is
15 that AT&T, and it appears others as well, believes this is a
16 Track "A" proceeding? The best way to answer that question is
17 to talk about why it is that Track "B" is foreclosed.

18 An incumbent local exchange carrier ends up on Track "B"
19 really because of lack of interest, lack of interest by a
20 facilities based competitor in being able to bring facilities
21 based competition to the state. What Track "B" means is that
22 either there has been no request for interconnection, which
23 obviously is not the case here, or there has not been a request
24 from anyone who intends to provide facilities-based competition.
25 So because of this lack of interest, so to speak, in launching

1 the most effective kind of challenge to a bottleneck monopoly
2 status of the incumbent, Congress had to come up with some
3 alternative test that would allow that incumbent to get into the
4 interexchange market. And that is what Track "B" is all about.

5 What happens when, for some reason, there is no alternative
6 source of facilities-based local service? That is, frankly,
7 disappointing. Why is it disappointing when that happens?
8 Because, as we noted in the prefiled testimony of Mr. Stephen
9 Turner, the Act is banking a lot on, it is putting a great deal
10 of the promise of the Federal Act behind the promise of
11 facilities-based competition. There is nothing like knowing
12 that your long-time customer has some place else to go. That
13 knowledge leads to lower prices and it expands consumer choices.
14 That is the promise of competition and, more particularly as we
15 can see in the legislative history, the promise of facilities-
16 based competition.

17 I mentioned that it is disappointing when the state doesn't
18 have vying to be facilities-based competitors. Well, the good
19 news, Your Honor, is that is not the situation in the State of
20 Oklahoma. Not by a long shot. Oklahoma has new entrants who
21 want to compete with facilities-based capability. I want to
22 review very briefly what that means in terms of the 271
23 Application. What questions in particular does it make
24 irrelevant.

25 The first question I want to start with in talking about

1 whether or not it even needs to be addressed is: What kind of
2 request and what kind of requester forecloses Track "B" and
3 commits a carrier to Track "A" with all of the implications that
4 necessarily follow from being on Track "A"?

5 Frankly, in Oklahoma you have had every kind of request
6 from every kind of requester. You have Cox Communications who
7 argues in its comments that it runs facilities to 95 percent of
8 the residents in Oklahoma City. It offers that it has the
9 promise of both business and residential service.

10 Oklahoma has Brooks. Brooks has requested an
11 interconnection and Southwestern Bell represents in its comments
12 before the Commission that Brooks is a qualifying requesting
13 local exchange carrier with whom it has an approved
14 interconnection agreement. We all seem to agree, I believe,
15 that Brooks is clearly a qualified requesting competitor for
16 purposes of foreclosing Track "B".

17 Oklahoma also has other qualified requesting carriers as
18 well, all of those additional carriers including AT&T made
19 timely requests. They were made more than three months prior to
20 Southwestern Bell's filing with the FCC.

21 The second question that is really, frankly, under the
22 circumstances of this case and this state, largely irrelevant,
23 is the question: Is Brooks Fiber offering quantitatively and
24 geographically enough facilities-based competition to entitle
25 Southwestern Bell to satisfy the local competition requirement

1 of the Act? At last count it had 20 business customers, only 8
2 of whom it was serving over its own network.

3 The threshold or controlling point here that makes these
4 questions about numbers and geography largely not entirely
5 irrelevant is that Brooks is not currently offering residential
6 service in Oklahoma. It had four residential customers. All are
7 employees. These are customers for whom it is providing
8 residential service but it does so only on a resale basis.
9 That is undisputed in the evidence that is before the Commission
10 at this point. Not only are these customers--if you want to
11 call them customers--being served only on a resale basis, but it
12 is only on a test basis. So there is no commercial offering
13 where they have actually signed up residential customers and
14 certainly not on facilities that are their own. And that,
15 frankly, is just not enough to satisfy the Act.

16 Southwestern Bell has to show that it is providing access
17 and interconnection to a facilities-based competing provider,
18 and that facilities-based competitor has to be offering business
19 and residential service indisputably. That is not the case with
20 Brooks Fiber.

21 I have been concentrating on the local competition
22 requirement. I want to move now to the competitive checklist
23 requirement and the applicable controlling language. In my
24 handout I have isolated for you the language which surprisingly
25 not mentioned. I refer to Southwestern Bell's opening

1 comments, Section 271(b)(3).

2 What Section 271(b)(3) tells us is that in addition to
3 other requirement, the Applicant must show that it has either
4 fully implemented the competitive checklist for a Track "A"
5 filing or that it has offered terms included on the competitive
6 checklist in the case of a Track "B" filing. What Southwestern
7 Bell tells us in its comments appear to be in the case of a
8 Track "B" filing.

9 Southwestern Bell's position in its comments appear to be
10 that it has an absolute election. It has an option whether or
11 not to satisfy the competitive checklist either by showing full
12 implementation--actually it doesn't use that term, it really
13 refers to something much less--which is saying it is available
14 for sale, or it says it also has the option of just pointing to
15 a term in its SGAT, in it's Statement of Generally Available
16 Terms, and saying that it is in some sense theoretically
17 offered.

18 I guess it leads one to the natural question of why it is
19 Congress would have set up two alternative ways of satisfying
20 the competitive checklist? Why bother with the full
21 implementation provision if the incumbent LEC could always just
22 come in and say, Hey, I've got it in my SGAT; it is
23 theoretically being offered.

24 The logic Southwestern Bell relies upon largely is, how can
25 you expect an incumbent local exchange carrier to show

1 implementation of a competitive checklist if there is no one
2 collectively or individually who wants the items on the
3 competitive checklist? Which brings us to get a third question
4 in these proceedings that doesn't need to be reached; that is,
5 the very, very theoretical question of: What happens is no one
6 out there, no single competitor, no collection of new entrants,
7 wants what's on the competitive checklist? What's an incumbent
8 local exchange carrier to do? Really, there are two answers.

9 First, the question doesn't even get raised in Oklahoma.
10 And why is that? Because all of the items on the competitive
11 checklist have been requested--by AT&T alone and also by others.
12 I think you can safely say that new entrants like AT&T and
13 others are providing more opportunity than Southwestern Bell
14 needs to show and demonstrate its capability to deliver the
15 competitive checklist.

16 Secondly, if it is on the competitive checklist and there
17 is someone out there that wants it, why should Oklahoma settle
18 for an abstract contract terms. What possible good can come
19 from saying that we just want to see whether the words are
20 contained, those words being subject to interpretation. Those
21 words not having been tested for actual provisioning. What is
22 the advantage to Oklahoma of settling for that rather than
23 delivered performance demonstrated capability and stress tested
24 capacity. Don't we want to make sure it works before the 271
25 application is granted? And that message of wanting to make

1 sure it works brings me to my next chart, which is message that
2 came out of a recent speech by Joel Klein of the Justice
3 Department.

4 I am not going to read the entire quote, but it says in
5 essence, Gee, we know there are going to be a lot of bugs that
6 will need to be worked out in making this transition and having
7 an incumbent local exchange carrier make its facilities
8 available. We know that even in the best of circumstances and
9 with the best of intentions, there are going to be problems.
10 And he says that rather, using a metaphor that I have become
11 quite fond of, "we just want to make sure gas actually can flow
12 through the pipeline and the best way to do that is to see it
13 happen."

14 Well, we haven't seen gas flowing through the pipeline in
15 Oklahoma, Your Honor. There has not been a single provision of
16 a single unbundled network element, not a single unbundled look
17 has been purchased. So we just don't know whether the gas can
18 flow through the pipeline. Southwestern Bell has not just the
19 opportunity but the obligation in Oklahoma to demonstrate real
20 work capability. Why settle for paper promises rather than
21 performance. And in particular, why rely on contract terms when
22 there has actually been in instances an unsatisfactory response
23 to an actual request. And I refer you here to the experiences
24 being related in the prefiled testimony of the difficulties
25 interim number portability, for example. Co-location is another

1 example. In the comments of Cox Communications, it complains
2 about number assignment. Why would we look at contract terms
3 when we have actual testaments from those who have made requests
4 and who are not satisfied with the response.

5 We hate to be among those calling attention to what is
6 missing, but that is what the Act demands. Partial compliance
7 with the competitive checklist is not an option. If
8 Southwestern Bell fails to comply and show that it is not
9 providing even a single checklist item, recommendation has to
10 be against intraLATA relief. And here is a list of what is
11 missing, and, unfortunately, it is long. And rather than steal
12 the thunder of the opening statements of the three witnesses
13 that we brought with us here today, Your Honor, and in
14 recognition of the fact that I know you have read what has been
15 put before you in the parties' filings, I thought I would just
16 touch on a few examples of what is missing in the competitive
17 checklist. And to do that, I want to rely on--and this is the
18 next chart in your package, a series of what I refer to as the
19 words you hate to hear. These are illustration of our concerns,
20 our feelings of frustration at where we are in Oklahoma today.

21 The first two I am going to discuss together. What do you
22 hate to hear? I hate to hear "Not yet available," or, worse
23 yet, "sold out." And what does this describe? Unfortunately it
24 accurately describes where we are with OSS today, with
25 Southwestern Bell in the State of Oklahoma. As described more

1 fully in the prefiled testimony of Nancy Dalton, the reason that
2 electronic interfaces are somewhere in between "Not yet
3 available" and "Sold out" is that we are at a very early stage.
4 And if I can refer you back to the next chart, this is the seven
5 steps of development of OSS systems, and indicates where we are
6 on those charts. And unfortunately, what you can see is that we
7 are very much in the early stages.

8 We simultaneously though are worried about being "Sold
9 out." And why is that? Because we are very much concerned
10 that without demonstrated capability, without stress testing
11 those systems, we are going find that when we get the kind of
12 volume we hope will come from competition, we are going to find
13 that those systems cannot handle that volume. And that is a
14 concern which has arisen in other states as well, as mentioned
15 in the prefiled testimony.

16 What is the next phrase we hate to hear? "Out of service."
17 This dreaded phrase captures at least two concerns present in
18 this record day. First, as it is presented in the joint
19 statement of Bob Falcone and Steve Turner on behalf of AT&T,
20 Southwestern Bell has announced its plan to treat every order of
21 an unbundled network element as a request for what is called
22 design service. And I am not going to go into all of the
23 ramifications of a decision like that, which clearly does not
24 appear to be based on any technical feasibility argument, but
25 the one I do want to single out here for the purposes of these

1 remarks is the fact that it is undisputed that that will mean
2 that that position taken by Southwestern Bell to treat this
3 plain old telephone service even if that doesn't change from the
4 customer's perspective, to suddenly treat that as a request for
5 design service, that means the customer service is going to be
6 interrupted. No interruption is a good interruption.

7 Second, this "Out of Service" remark applies equally well
8 to the experience that Brooks Fiber has related in terms of
9 interim number portability where reports that with virtually all
10 of the 12 customers it has tried out interim number portability
11 with, they have had problems--in some cases resulting in outages
12 for up to several hours. "Out of Service" is not something any
13 of us wants our customers to hear.

14 The next phrases are "Parts Sold Separately" and "Some
15 Assembly Required." These two phrases both address the issue
16 of Southwestern Bell adding new rate elements and adding
17 nonrecurring charges, including the imposition now of a cross-
18 connect charges throughout its network. So when you thought
19 when you bought the element you would get access to that
20 element, we are now finding that there are separate cross-
21 connect charges being added, as described in the testimony of
22 Bob Falcone and Steve Turner.

23 "Batteries not Included" describes Southwestern Bell's
24 position, for example, that when you buy a feature you pay the
25 price of the feature, but now we are going to be charged

1 something called a feature activation charge. We would have
2 thought if you bought the feature, you bought it in a
3 functioning capacity.

4 "Not Yet Available In All Areas." This point addresses the
5 issue that was again raised in the joint statement of Robert
6 Falcone and Stephen Turner, and that is the fact that when a
7 competing local exchange carrier places an order for an
8 unbundled local loop, Southwestern Bell reserves the right for
9 up to a period of 48 hours to tell you that the loop is not
10 going to be made available. And they say that they need to be
11 able to do that because of difficulty with certain customers
12 being served on an IDLC, integrated digital loop carrier, basis.
13 Well, the problem there, of course, is that as a new entrant,
14 having to go back to a customer that you just recently won over
15 and telling them two days later, "I'm sorry, I can't deliver the
16 service that we promised," is going to put us at a competitive
17 disadvantage.

18 Another phrase that I have included under the words you
19 hate to hear is "Prices Subject to Change Without Notice."
20 This addresses the fact that none of the prices being offered by
21 Southwestern Bell has been determined to be cost based.
22 Southwestern Bell mentioned in its opening comments that the Act
23 doesn't require permanent pricing. Well, that's not the point.
24 The Act does require a determination that the prices are cost
25 based, and that determination, as Your Honor knows, has not yet

1 been made in this state. This is true not just for the
2 unbundled network element prices, but of the prices in the area
3 of, for example, reciprocal compensation as discussed in the
4 testimony of Phillip Gaddy.

5 This notion of uncertainty as to price, combined with the
6 uncertainty as to scheduling to bear directly on the subject of
7 co-location which is integral to the very first competitive
8 checklist item, interconnection. From the record as sampled
9 here today, it is clear that uncertainty as to the cost and the
10 process time of co-location request is a significant threat to
11 competition. And that is discussed in the testimony of Steven
12 Turner.

13 I want to make one comment, Your Honor, about where we
14 stand today from an evidentiary standpoint in terms of this
15 particular proceeding at the state level with Southwestern Bell
16 not having offered a single witness for cross-examination and
17 not having submitted in compliance with the procedural schedule,
18 any sworn testimony through any live witness. By choosing to
19 file unsworn party comments which, under this Commission's
20 rules, means that those comments can mean no more than argument
21 and not be included or accepted as proof of any recitation of
22 facts cited therein, Southwestern Bell has a total absence of
23 proof on any issue that involves a factual dispute.

24 Here on the record assembled before this proceeding, it is
25 clear that Southwestern Bell has not shown that it meets local